

AIRBUS

February 2020

FY 2019

Roadshow Presentation



AIRBUS

Safe Harbour Statement

DISCLAIMER

This presentation includes forward-looking statements. Words such as “anticipates”, “believes”, “estimates”, “expects”, “intends”, “plans”, “projects”, “may” and similar expressions are used to identify these forward-looking statements. Examples of forward-looking statements include statements made about strategy, ramp-up and delivery schedules, introduction of new products and services and market expectations, as well as statements regarding future performance and outlook. By their nature, forward-looking statements involve risk and uncertainty because they relate to future events and circumstances and there are many factors that could cause actual results and developments to differ materially from those expressed or implied by these forward-looking statements.

These factors include but are not limited to:

- Changes in general economic, political or market conditions, including the cyclical nature of some of Airbus' businesses;
- Significant disruptions in air travel (including as a result of the spread of disease or terrorist attacks);
- Currency exchange rate fluctuations, in particular between the Euro and the U.S. dollar;
- The successful execution of internal performance plans, including cost reduction and productivity efforts;
- Product performance risks, as well as programme development and management risks;
- Customer, supplier and subcontractor performance or contract negotiations, including financing issues;
- Competition and consolidation in the aerospace and defence industry;
- Significant collective bargaining labour disputes;
- The outcome of political and legal processes, including the availability of government financing for certain programmes and the size of defence and space procurement budgets;
- Research and development costs in connection with new products;
- Legal, financial and governmental risks related to international transactions;
- Legal and investigatory proceedings and other economic, political and technological risks and uncertainties.

As a result, Airbus' actual results may differ materially from the plans, goals and expectations set forth in such forward-looking statements.

For a discussion of factors that could cause future results to differ from such forward-looking statements, see the 2018 Airbus SE Registration Document dated 29 July 2019, including the Risk Factors section.

Any forward-looking statement contained in this presentation speaks as of the date of this presentation. Airbus undertakes no obligation to publicly revise or update any forward-looking statements in light of new information, future events or otherwise.

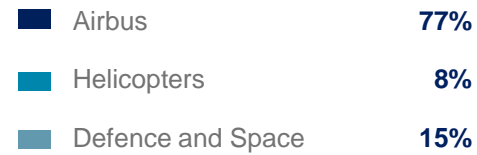
Rounding disclaimer:

Due to rounding, numbers presented may not add up precisely to the totals provided and percentages may not precisely reflect the absolute figures.

- Record commercial aircraft deliveries
- Strong underlying financial performance, FY 2019 Guidance achieved
- € -3.6 bn penalties recognised for agreements with authorities
- A400M: € -1.2 bn charge; export assumptions revised
- EBIT reported € 1.3 bn, EPS reported € -1.75
- Dividend proposal: € 1.80 / share, up 9% vs. FY 2018
- 2020 Guidance to set the path for sustainable growth

Consolidated Airbus

External Revenue by Division



AIRBUS



Passenger Aircraft,
Freighter Conversion,
Services

AIRBUS Helicopters



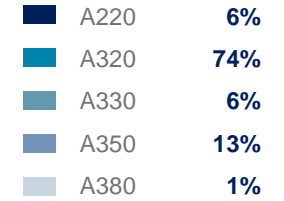
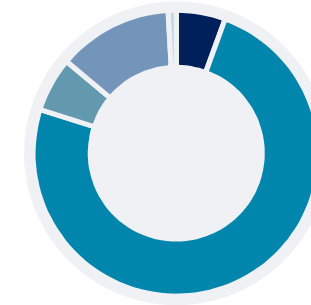
Civil / Parapublic,
Military Helicopters,
for a wide range of missions,
Support and Services

AIRBUS Defence and Space

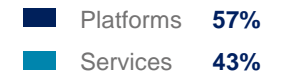


Military Aircraft,
Space Systems,
Connected Intelligence,
Unmanned Aerial Systems

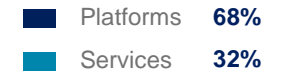
Deliveries by Programme (Units)



External Revenue Split

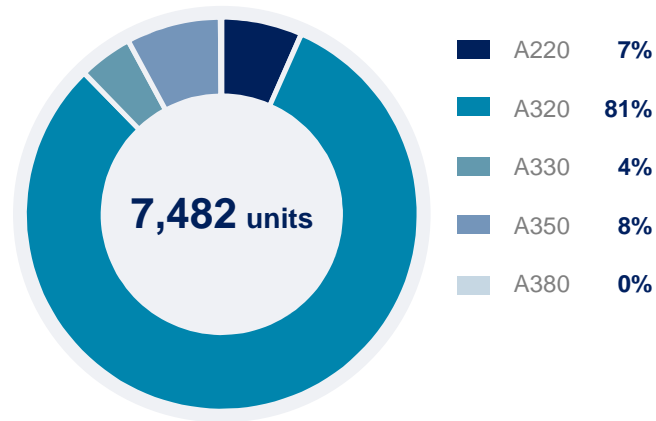


External Revenue Split



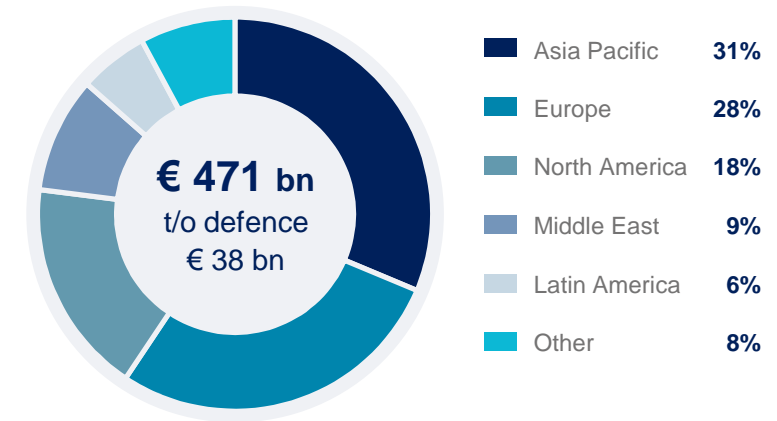
Airbus Commercial Aircraft

Order Book in units by Programme



Consolidated Airbus

Order Book in value by Region



- **AIRBUS:** Gross orders: 1,131 a/c; net orders: 768 a/c, incl. 32 A350, 89 A330, and 63 A220; Backlog: 7,482 a/c
- **HELICOPTERS:** Net book to bill >1 in value; 310 net orders incl. 25 Super Puma, 23 NH90 and 10 H160
- **DEFENCE AND SPACE:** Net book to bill of ~0.8; order intake € 8.5 bn, incl. A400M services contracts and key contract wins in Space

AIRBUS

Market
Demand

Product
Positioning

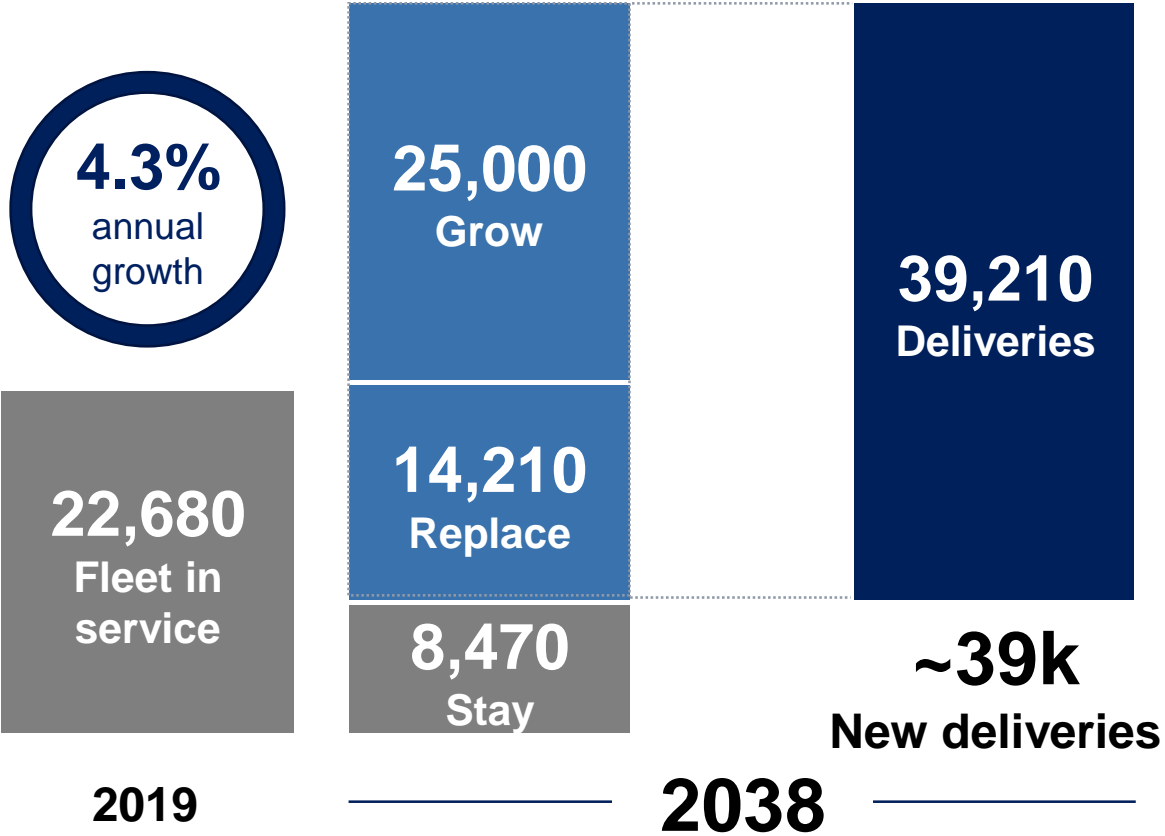
FY19
Review

FY 2019 Roadshow Presentation



AIRBUS

A Robust Commercial Aircraft Environment

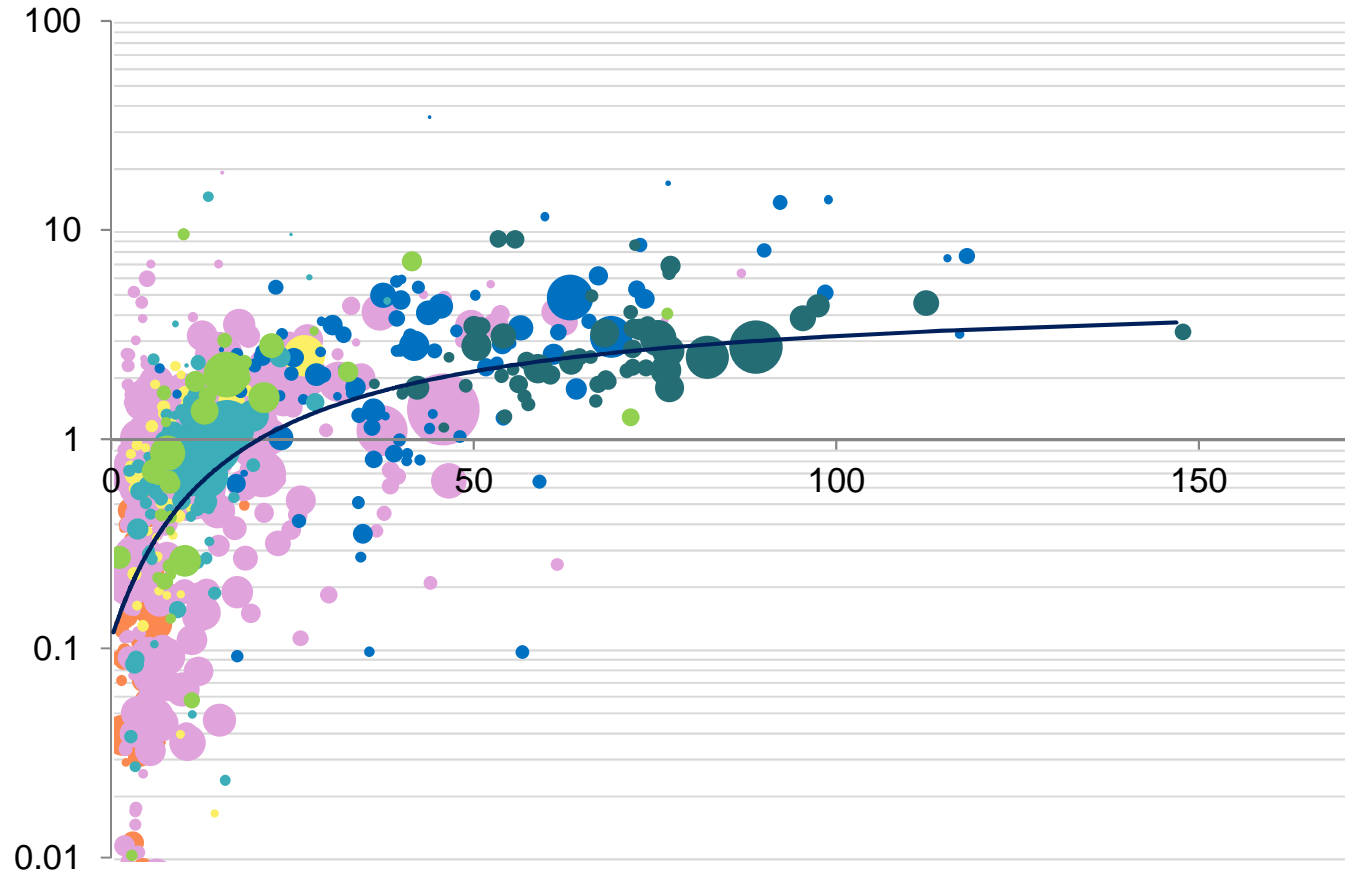


Strong & Resilient passenger traffic growth:
~40% of deliveries for replacement, ~60% for growth

Notes: Passenger aircraft (≥100seats), Freighters (>10t) | Rounded figures to nearest 10
Source: Airbus GMF 2019
Box sizes for illustrative purposes only

Long-Term Growth Fuelled by Middle-Class Expansion in Emerging Economies

2018 trips per capita



Bubble size proportional to population

- Africa
- Asia/Pacific
- CIS
- Europe
- Latin America
- Middle East
- North America

2018 real GDP per capita
(2015 \$US thousands at Purchasing Power Parity)

Source: Sabre, IHS Markit, Airbus GMF 2019
Equivalent amount of passengers flying from/to/within the country

AIRBUS

Market
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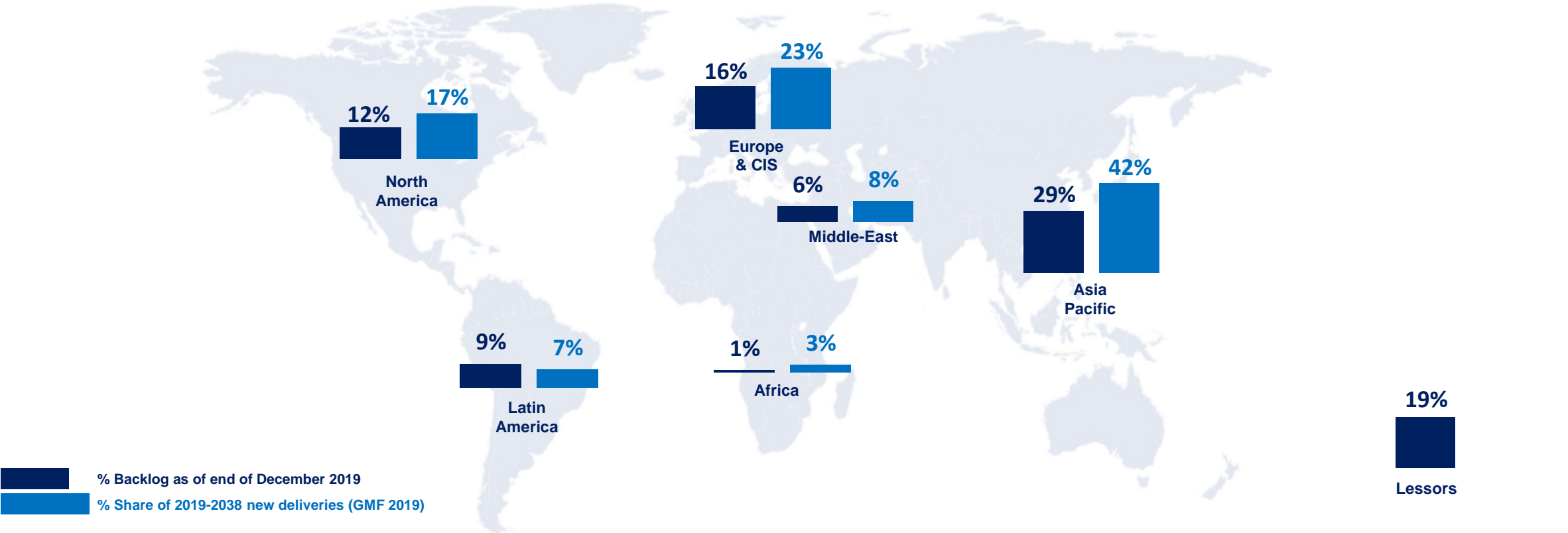
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Roadshow Presentation

AIRBUS

Solid and well diversified Backlog* 7,482 aircraft

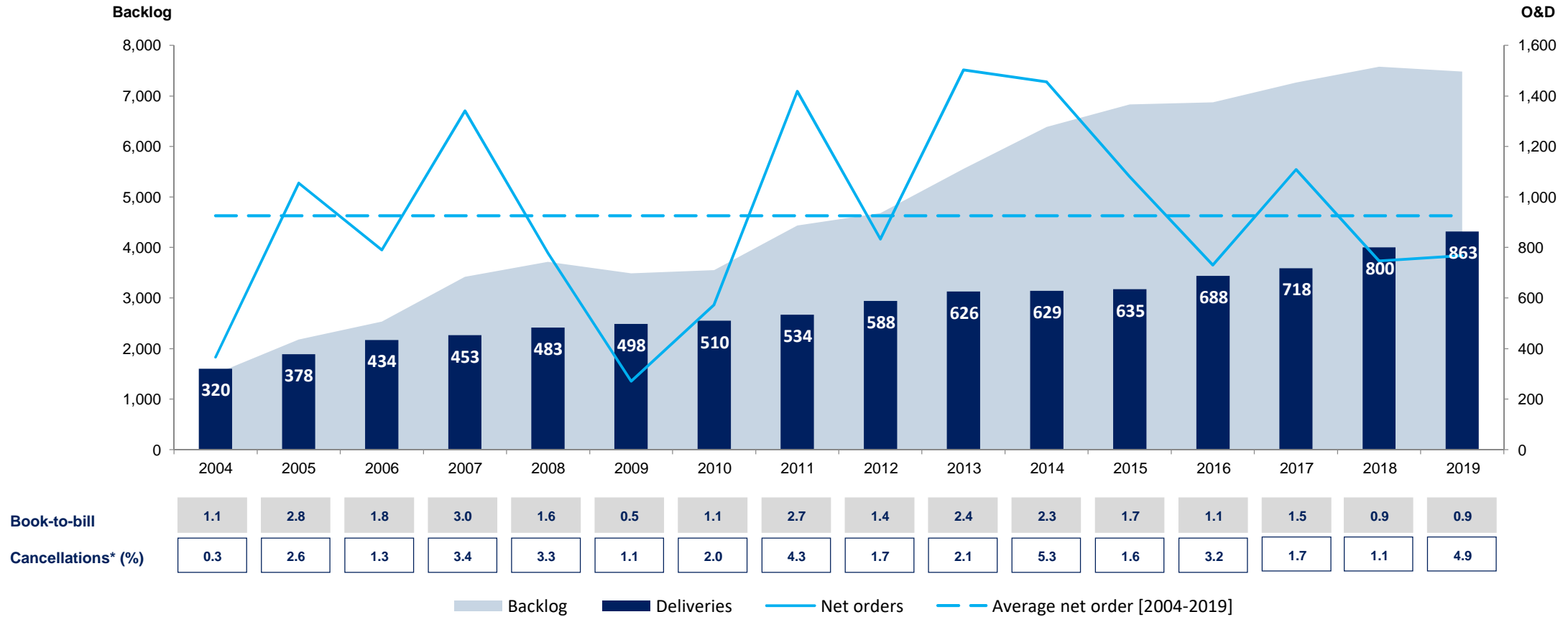


% Backlog as of end of December 2019
 % Share of 2019-2038 new deliveries (GMF 2019)

Airbus backlog* aligned with regional needs and demand forecast

* Commercial aircraft
8% of undisclosed customers

Steady Ramp-Up in a Robust Commercial Environment



Robust backlog with ramp-up plans to meet customer demand

* Conversions from ceo to neo are not neutralised in the cancellation rates

	A220		<ul style="list-style-type: none">▪ 105 aircraft in operation. Backlog of 495 aircraft▪ Focusing on cost reduction and growing the backlog to support ramp up plan▪ Airbus increased its holdings in ACLP to 75%
	A320		<ul style="list-style-type: none">▪ Backlog of 6,000+ aircraft supports our ramp-up▪ Progressing on A321 ACF ramp-up which remains challenging▪ Focusing on securing a more sustainable delivery flow towards R63 in 2021▪ Ramp-up beyond R63: clear path to further increase the monthly production rate by 1 or 2 for each of the 2 years after 2021
	A330		<ul style="list-style-type: none">▪ Backlog of 331 aircraft. Progressing on Neo transition with 41 deliveries in 2019▪ Deliveries adjusted to approximately 40 aircraft per year▪ A330-800 Type Certification early 2020
	A350		<ul style="list-style-type: none">▪ Backlog of 579 aircraft. Production between rate 9 and 10 per month▪ Breakeven achieved in 2019▪ Continuing to progress on recurring cost convergence
	A380		<ul style="list-style-type: none">▪ Progressing on Programme wind-down and securing in-service support for the next decades
	A400M		<ul style="list-style-type: none">▪ In-service fleet: 88 aircraft.▪ Several key milestones towards full capability achieved in 2019▪ Continuing with development activities as agreed in the revised capability roadmap▪ Retrofit activities progressing in line with the customer agreed plan▪ Challenging export outlook

Civil & Parapublic



- Demand impacted by softness in O&G
- LT market potential: ~ 22k new h/c in next 20 years
- Innovation: CityAirbus and VSR700 unmanned aircraft

MARKET

- Product renewal strategy: new five-bladed version H145 and H160 certification in 2020.
- Wide mission coverage

PRODUCTS

Military Aircraft



- Military market supported by growing Defence budgets
- Key successes with international campaigns in 2019

- Unique product offering addressing wide range of missions and classes, including latest H160M under development.
- Military offers based on proven Civil technology

Renewed product portfolio and global market presence

Military Aircraft



Space Systems



Connected Intelligence



Unmanned Aerial Systems



MARKET

- Geopolitical instability leading to increased security needs
- Defence spending at all time high with further growth expected
- Defence investment cycles to kick-start in European markets

- Space spending on the rise
- Dynamic shift of space market: new space economy, constellations, exploration
- Future ambitions of national space agencies and ESA

- National sovereignty and industry demand secured situational awareness and connectivity
- Security and information as a service
- Disruptive business driven by AI, Big Data and Advanced Analytics

- Strong need for investment and promising growth potential
- New multi-national European collaborative programme
- Services verticals will offer increasingly interesting prospects

PRODUCTS

- Strategic Air Mobility, Tactical and Multi-Mission Military Aircraft
- Development of Combat Aircraft into the Future Combat Air Systems
- Expanding services business with focus on digitalization

- Telecommunications, Earth Observation, Navigation and Science Satellites
- Constellations, e.g. OneWeb
- Manned and unmanned space systems for orbital infrastructure
- Space Equipment

- Cyber protection
- Trusted Data and Intelligence, e.g. OneAtlas, C5ISR
- End-to-end secured connectivity, e.g. Network For The Sky
- Secure Land Communication

- Intelligence, Surveillance & Reconnaissance solution: European MALE RPAS
- Solar powered High Altitude Pseudo Satellite: Zephyr
- Turnkey services
- Manned-Unmanned-Teaming with Remote Carriers

Strengthening core product portfolio and expanding the smart-digital services business

AIRBUS

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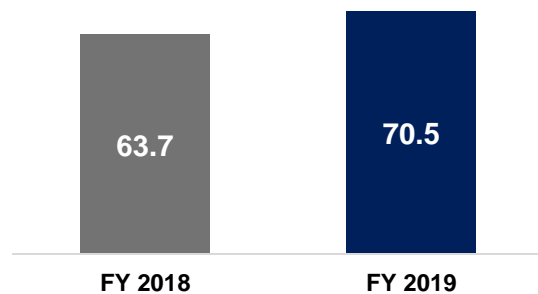


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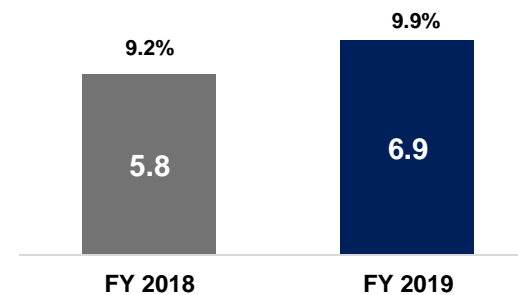
Revenues

in € bn



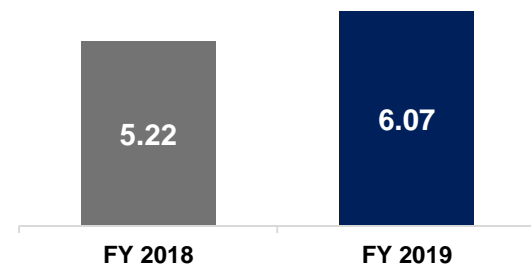
EBIT Adjusted

in € bn / RoS (%)



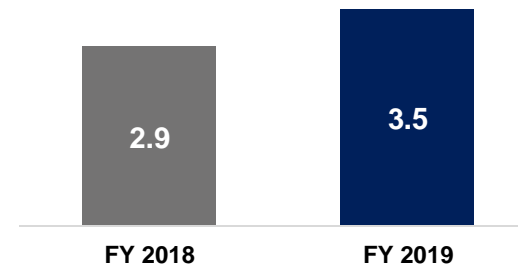
EPS⁽¹⁾ Adjusted

in €



FCF before M&A and Customer Financing

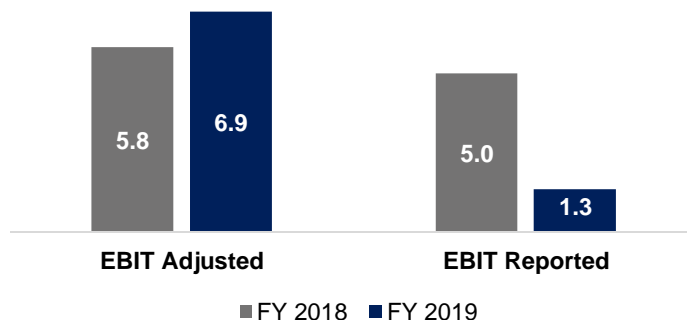
in € bn



(1) FY 2019 Average number of shares: 777,039,858 compared to 775,167,941 in FY 2018
Capitalised R&D: € 133 m in FY 2019 and € 91 m in FY 2018
A220 consolidated into Airbus as of 1 July 2018

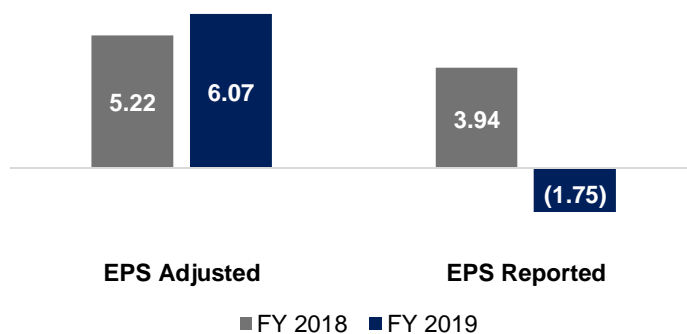
EBIT Performance

in € bn



EPS⁽¹⁾ Performance

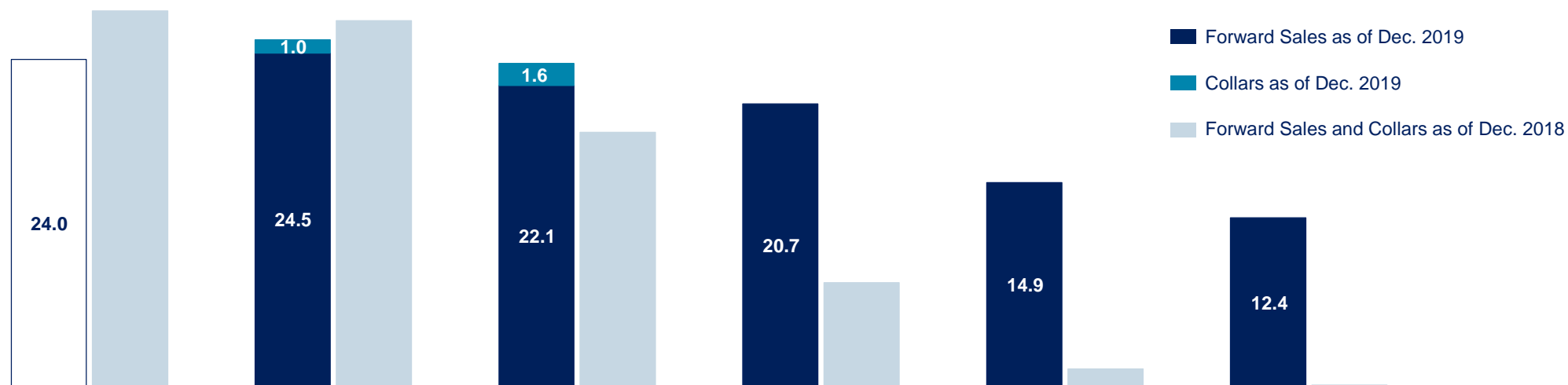
in €



- FY 2019 **EBIT Reported** of € 1.3 bn
- FY 2019 Adjustments resulting from:
 - € -3,598 m Penalties
 - € -1,212 m A400M charge
 - € -221 m Defence export ban
 - € -202 m A380 programme cost
 - € -170 m PDP mismatch / BS revaluation
 - € -103 m PAG restructuring plan
 - € -101 m Others
- FY 2019 **Net Adjustments** of € -5.6 bn
- FY 2019 **Net Loss** of € -1.4 bn
- FY 2019 **Net Income Adjusted** of € 4.7 bn

(1) FY 2019 Average number of shares: 777,039,858 compared to 775,167,941 in FY 2018
 Capitalised R&D: € 133 m in FY 2019 and € 91 m in FY 2018
 A220 consolidated into Airbus as of 1 July 2018

IN \$ BILLION



Average hedge rates

	2019	2020	2021	2022	2023	2024 and beyond
€ vs \$ Forwards/Collars ⁽²⁾	1.24 <i>(1.23 for FY19 in Dec. 18)</i>	1.20 <i>(1.23 in Dec. 18)</i>	1.23 <i>(1.24 in Dec. 18)</i>	1.23 <i>(1.27 in Dec. 18)</i>	1.24 <i>(1.30 in Dec. 18)</i>	1.27 <i>(1.31 in Dec. 18)</i>
£ vs \$	1.45	1.37	1.36	1.35	1.40	n/a

Mark-to-market value incl. in AOCI = € - 3.0 bn
Closing rate @ 1.12 € vs. \$

- In FY 2019, \$ 40.6 bn⁽¹⁾ of new Forwards were added at an average rate of € 1 = \$ 1.20
- \$ 24.0 bn⁽¹⁾ of hedges matured at an average rate of € 1 = \$ 1.24
- \$ 4.1 bn of hedges rolled over into 2020 and \$ 7.1 bn of hedges rolled forward out of 2020
- Hedge portfolio⁽¹⁾ 31 December 2019 at \$ 97.1 bn (vs. \$ 81.9 bn in Dec. 2018), at an average rate of \$ 1.23⁽²⁾

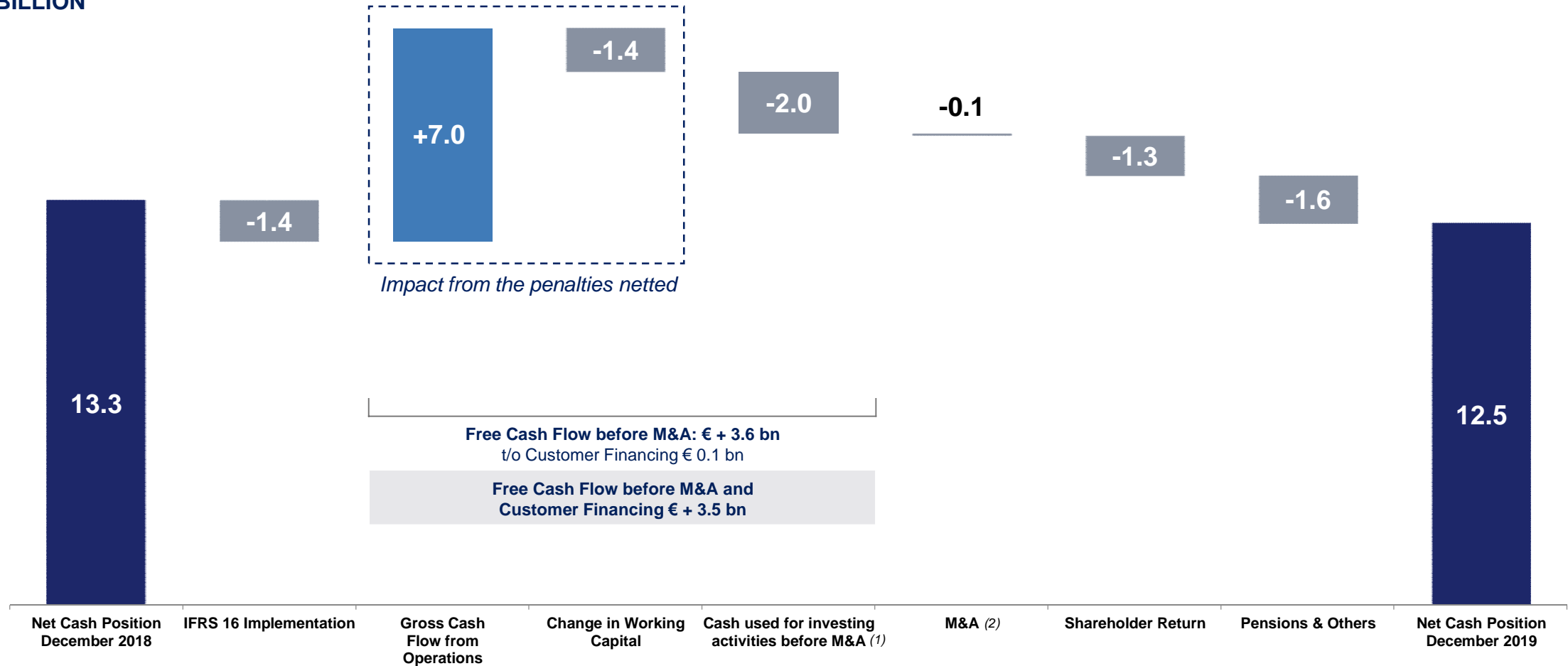
Approximately 60% of Airbus US\$ revenues are naturally hedged by US\$ procurement. Graph shows US\$ Forward Sales and Collars

Hedge rates reflect EBIT impact of the US\$ hedge portfolio

(1) Total hedge amount contains \$/€ and \$/£ designated hedges; (2) Blended Forwards and Collars rate includes Collars at least favourable rate

FY 2019 Cash Evolution

IN € BILLION



- IFRS 16 implemented 1 January 2019

(1) Thereof Capex of € - 2.3 bn

(2) M&A transactions include acquisitions and disposals of subsidiaries and businesses

As the basis for its 2020 guidance, Airbus assumes:

- the world economy and air traffic to grow in line with prevailing independent forecasts, which assume no major disruptions, including from the coronavirus*
- the current tariff regime to remain unchanged*

Airbus 2020 Earnings and FCF guidance is before M&A

- Airbus targets around 880 commercial aircraft deliveries in 2020
- On that basis:
 - Airbus expects to deliver an EBIT Adjusted of approximately € 7.5 bn, and FCF before M&A and Customer Financing of approximately € 4 bn before:
 - € - 3.6 bn for the penalty payments and;
 - a negative mid to high triple digit million Euro amount for the consumption of compliance-related provisions for tax and legal disputes

2019 Dividend Proposal:

- Airbus proposes a dividend for 2019 of € 1.80 / share, +9% vs. FY 2018

- Stabilising the A320 industrial flow
- Leveraging A220 commercial momentum and reducing recurring cost
- Improving A350 profitability and adapting A330 rates
- Capturing growth in military helicopter and services
- Adapting Defence and Space and Premium AEROTECH cost structure
- Paving the way for stronger financial performance and FCF growth